

Team Sahayak wishes you a Happy Gurupurab !

Date: 05.11.2022

Edition: November, 2022



# Sahayak Times

Circulated amongst  
more than  
25k  
Investors/IFAs/ Finance  
and insurance  
professionals

**SAHAYAK**  
gurupurab

*A monthly Personal Finance newsletter Brought to you under the personal finance literacy mission of*



*This Children's Day*

**May your child's  
dreams inspire  
you to invest for  
a brighter  
tomorrow.**

**Start a SIP in Mutual Funds for your  
Child's future today!**

SIP: Systematic Investment Plan





The new Samvat 2079 has begun, and a New Year means new beginnings and review of the year gone by. At a YTD level, India has outperformed the world markets and is expected to do so in the near future, even though in Oct the Dow went up 14% (the highest monthly gain in the past 45 years) thereby clearly outshining the Nifty which went up by ‘only’ 5.37%. More rate hikes are expected going forward both by the Fed and RBI, though the speed and quantum may start reducing thereby indicating the beginning of the end of the Rate hike Cycle. FPIs are returning and Rupee seems to be stabilizing within a band, the Reserves have shown an uptick in the last few weeks and the NIFTY EPS target seems to be on track with the Financials outperforming and a record Qly profits by Banks led by SBI. Festive sales have been buoyant and most post result commentary by corporates has outlined that the second half will be better than the first and the consistent GST collections growth month on month reinforce the view.

Most investors are scared of the ‘R’ word (Recession) not realizing that recessions and booms are a part of the market cycle and history tells us that an average recession lasts for 20-25 months, and the world has already spent close to five quarters in the recessionary phase, thereby, going by history, signaling a beginning of the end to the recessionary cycle. The risk-reward ratio seems to be in favour of the reward. As Warren Buffet often says, ‘Be greedy when others are fearful and be fearful when others are greedy.’

There is another old market adage, ‘Bull markets make you money, but Bear markets make you Rich.’ All investors who are in the Accumulation phase of their investment journey should celebrate corrections more than rallies as it gets more units for the same amount of money. Some months ago, we had suggested that start nibbling, we now feel, it is time to be greedy. Start increasing allocations to equity and in the next 3-4 quarters, as this phase of market cycle ends and the next phase starts, a wise decision would have been taken. As we celebrate Children’s Day this month, enable your children to draw their own destiny by investing for their future.

Happy Reading & Happy Investing!  
Sandeep Sahni

The Month that was- October 2022

Index	As on 31-09-22	As on 31-10-22	Change (%)
Nifty 50	17094.35	18012.2	5.37
Nifty Small Cap	9441.8	9686.1	2.59
Nifty Mid Cap 100	30668.3	31432.3	2.49
Sensex	57426.92	60746.59	5.78
US \$	81.34	82.74	1.72
Bitcoin \$	19405.94	20495.77	5.62
Dow Jones (in USD \$)	28725.51	32732.95	13.95
Shanghai Composite (in USD \$)	3024.39	2893.48	-4.33
Brent crude oil (in USD \$)	89.23	94.83	6.28
Nasdaq 100 (in USD \$)	10971.22	11405.57	3.96
Gold (in INR ₹)	5023.00	5084.00	1.21
10 Year Government bond yield	7.39	7.44	0.68

Top 5 Gainers of October 2022

Name	31st Oct, 22	30th Sept, 22	Change (%)
Axis Bank	867.45	733.2	18.31
Coal India	248.95	212.25	17.29
NTPC	180.8	159.65	13.25
HCL Tech.	1050	932.35	12.62
Sun Pharma Inds.	1059.5	948.65	11.69

Top 5 Losers of October 2022

Name	31st Oct, 22	30th Sept, 22	Change (%)
Hindustan Unilever	2518.5	2696.45	-6.60
Asian Paints	3132.55	3342.45	-6.28
Indusind Bank	1150	1185.2	-2.97
Britannia Inds	3750	3843.05	-2.42
Bajaj Finance	7202.5	7335.75	-1.82



## 5 Best Performing Sectors in October 2022.

Name	Return (in %)
PSU Bank	14.53
PSE	6.91
IT	6.45
Auto	5.72
Bank	5.57

Mutual Fund Category wise fund performance

Category	1 year	3 year	5 year	10 year
Equity- Contra	6.42	22.11	13.32	15.74
Equity- ELSS	1.11	16.51	10.65	14.82
Equity- Flexi Cap Fund	0.16	16.65	11.26	14.54
Equity- Focused Fund	0.51	16.33	10.91	14.80
Equity- Large & Mid Cap Fund	1.55	18.20	11.15	15.45
Equity- Large Cap Fund	-0.03	14.62	10.57	13.33
Equity- Mid Cap Fund	3.15	23.29	12.36	18.05
Equity- Multi Cap Fund	2.70	19.95	13.04	16.36
Equity- Small Cap Fund	4.50	29.77	13.10	18.88
Equity- Value Fund	2.74	18.60	9.52	15.37
Hybrid- Aggressive	1.39	14.31	9.68	12.99
Hybrid- Arbitrage Fund	3.48	3.59	4.57	6.08
Hybrid- Balanced Advantage	3.62	11.42	8.09	11.95
Hybrid- Equity Savings	2.52	8.54	6.69	7.76

Return in (%)

## Economic Headlines

GST collection over ₹ 1.51 trillion in October, second highest ever.

Read more at :

[https://www.business-standard.com/article/economy-policy/gst-collection-over-rs-1-51-trillion-in-october-second-highest-ever-122110100593\\_1.html](https://www.business-standard.com/article/economy-policy/gst-collection-over-rs-1-51-trillion-in-october-second-highest-ever-122110100593_1.html)

Forex exchange reserves jump \$6.5 billion to \$531 billion.

Read more at:

[https://www.business-standard.com/article/finance/india-s-foreign-exchange-reserves-jump-6-5-billion-to-531-billion-122110401393\\_1.html](https://www.business-standard.com/article/finance/india-s-foreign-exchange-reserves-jump-6-5-billion-to-531-billion-122110401393_1.html)

FPIs selloff at slow pace; pull out ₹ 1,586 cr from equities in Oct.

Read more at:

<https://economictimes.indiatimes.com/markets/stocks/news/fpis-selloff-at-slow-pace-pull-out-rs-1586-cr-from-equities-in-oct/articleshow/95176296.cms>

UPI transactions grow 7.7 per cent to 730 crore in October

Read more at:

<https://economictimes.indiatimes.com/news/economy/finance/upi-transactions-grow-7-7-per-cent-to-730-crore-in-october/articleshow/95227646.cms>

Six years since demonetisation, massive jump in cash with public at Rs 30.88 lakh cr

Read more at:

[https://economictimes.indiatimes.com/news/economy/finance/six-years-since-demonetisation-massive-jump-in-cash-with-public-at-rs-30-88-lakh-cr/articleshow/95336662.cms?utm\\_source=contentofinterest&utm\\_medium=text&utm\\_campaign=cppst](https://economictimes.indiatimes.com/news/economy/finance/six-years-since-demonetisation-massive-jump-in-cash-with-public-at-rs-30-88-lakh-cr/articleshow/95336662.cms?utm_source=contentofinterest&utm_medium=text&utm_campaign=cppst)

## WHAT IS YOUR CHILD'S AMBITION?

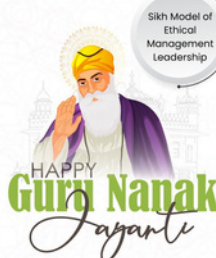


HELP YOUR CHILD REALISE THEIR DREAM WITH EARLY PLANNING

**INVEST IN YOUR CHILD'S FUTURE**

@sahaykassociates  
www.sahaykassociates.in

Let's adopt the teachings of Guru Nanak Ji & May this Holy occasion enlighten us & guide us on our path towards knowledge & remove the darkness.



Sikh Model of Ethical Management Leadership

- Sacha achar  
Truthful Living
- Sarab ji dala  
Compassion towards all
- Na ko bairi, nahi biggana  
None foe, None strange
- Khima ate garibi  
Forgiveness & Humility
- Sarbat the bhala  
Goodness to all
- Nishkam seva  
Selfless Service
- Chardi kala  
High Spirits

Mutual fund investments are subject to market risks, please read all scheme related documents carefully



## Have you Planned for your Child's Education – Their Bright Future?



Children are parents' treasure and their most precious gift.

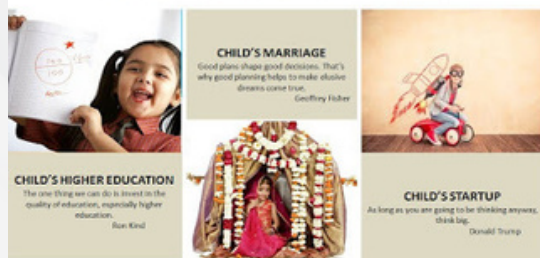
"The Joys of parents are secret; and so are their grief and fears. They cannot utter the one; nor they will not utter the other" wrote Francis Bacon, in the sixteenth century, in his essay on "On Parents and Children"

There comes a time in your life when the success of your children somehow becomes paramount.

The best gift we can give our children is Roots and Wings. We give them Roots through good values, and wings through making them dream, and giving them the financial freedom to live their dreams. As parents we need to provide for fulfilling the children's aspirations, their dreams and giving them the freedom of choice, to follow what their heart desires.

Most parents plan for their children, especially for the Child's Undergraduate and Post Graduate education, and marriage or a start up / Business venture.

### There Are Important Financial Goals In Life

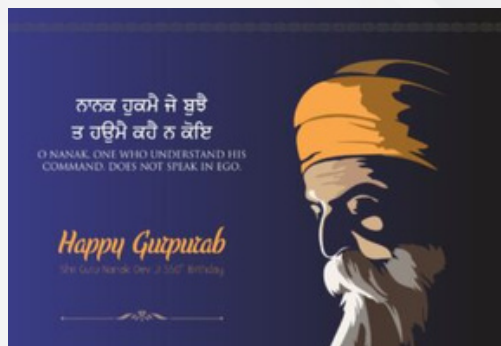


According to the HSBC Value of Education Survey 2018, Nearly 61% of parents wished they had started saving earlier for the goals. As per another study, the 2017 Birla Sun Life Insurance Company Protection Survey, saving for kids' education was the top worry for nearly 35% of the 1,540 respondents.

To read the full blog visit:

<https://www.sahayakassociates.in/have-you-planned-for-your-childrens-education-their-bright-future/>

## Wealth Lessons from Guru Nanak Dev Ji



Five centuries after the passing of Guru Nanak Dev Ji, his words still resonate with his followers. As in all areas, his teachings related to money and wealth are also as relevant today as when he originally preached.

On his 550th birth Anniversary today, let's recollect and learn from what he taught about wealth.

In the Sikh scripture, Shree Guru Granth Sahib, wealth is called Maya.



In Sikhism, the concept of Maya/ Wealth is understood in two contexts: material wealth and an illusion, which is applied to describe the essence of the world as real but also impermanent.

It is attachment to material wealth, and greed to accumulate more and more wealth, which is strongly condemned by the Sikh Gurus. For example, Guru Amar Das Ji says: 'mayadhari ut andha bola' ('the worshipper of Maya/ wealth is utterly blind and deaf').

The Sikhs are known to be a hard-working community. In Punjab, India and abroad they have earned the reputation of being successful industrialists and businessmen. In the Sikh diaspora, they have displayed an enormous capacity for rapid achievement.

To read the full blog visit:

<https://www.sahayakassociates.in/wealth-lessons-from-guru-nanak-dev-ji-2/>



## Ideal Age when children should be exposed to aspects related to Money

Key Ideas	Action	Age Groups			
		5-8	8-12	12-15	15-18
What is Money	Background of money. How money is earned and used. Value and importance of money.	✓	✓	✓	✓
Setting Goals	How to use money to achieve certain outcomes.	✓	✓	✓	✓
Time Value of Money	Connect "earning power" and "buying power" to the concept of time. Leads to more informed spending and investing.	✓	✓	✓	✓
Delayed Gratification	A doll now or a doll-set later? A gadget now or a family holiday later? Have the ability to postpone some consumption to the future.	✓	✓	✓	✓
Scarcity	Acknowledging limitations of time and money. Making choices knowing these limitations.	✓	✓	✓	✓
Giving	Experience the joy of giving to the needy and unfortunate. Appreciating money and the absence of it.	✓	✓	✓	✓
Compound Interest	Saving and understanding the importance of starting early. Knowing the dangers of starting late.		✓	✓	✓
Inflation & Time Value	What causes rising prices? Is it good or bad? How to deal with it? How time plays havoc with money and also works wonders on it?		✓	✓	✓
Cost/Benefit Analysis	Optimal decision-making amidst limited resources and unlimited wants.		✓	✓	✓
Opportunity Cost	What are the available investment options? How to invest effectively amidst so many options? Making effective decisions.		✓	✓	✓
Debt	Types of debt - What is good and what is bad? Dangers of too many EMIS.		✓	✓	✓
Risk	Diversification - Don't put all eggs in one basket. Know what to avoid while investing money. Need for insurance.			✓	✓
Life > Money	Avoid keeping up with Joneses (peer pressure). Don't take money too seriously, for life's too short to be wasted running after money.			✓	✓
Emotions & Money	Know the key emotional traps while spending money. Is greed to earn money fast good or bad?			✓	✓
Book 1- The Richest Man in Babylon	Simple lessons in financial wisdom. Learn the five laws of gold/money.			✓	✓
Book 2 - Rich Dad, Poor Dad	Learn to achieve financial independence through ad investing, owning businesses, and increasing one's financial intelligence.			✓	✓
Book 3 - What My MBA Did Not Teach Me About Money	By far the best book on investing ever written. Learn the important concept of 'margin of safety'.				✓

### What is Money...

Vaibhav, what is money?" I asked my twelve-year old son, as he was deeply engrossed in an activity.

His answer stumped me, simply because I was not expecting it and in the way he said it.

he said, "Papa, money is something that, if we don't waste, can get us bigger and better things in the future."

"Wow!" I told him. "You deserve a hug for this."

How he defined money may not be its perfect definition, but it effectively contains almost the entire essence of how we must handle it (money).

It contains the importance of saving money by spending less money now, and letting the power of compounding grow that money so that we can maintain our purchasing power (and still have more money) in the future.



## Halloween Strategy

The Halloween strategy, Halloween effect, or Halloween indicator is a market timing strategy based on the hypothesis that stocks perform better from Oct.31 (Halloween) to May 1 than they do from the beginning of May through the end of October. The strategy posits that it is prudent to buy stocks in November, hold them through the winter months, then sell in April, while investing in other asset classes from May through October. Some who subscribe to this tactic say not to invest at all during the summer months.

The idea that investors can time the market in this way is contrary to the buy-and-held strategy, in which an investor may ride out down months, and invest for the longer term. The superior results seem to contradict the premise of the efficient market hypothesis and that stocks behave in a completely random manner.

## Law of the Farm

Centuries ago, a King was sitting in his cabinet meeting discussing about the poor economy of his country. One economist said, "Sir, we can't do anything about it. It's the Law of Supply and Demand."

The King said, "I'm the King. I will repeal that Law!" The Cabinet kept quiet, but one brave soul said, "Sir, you cannot repeal the Law of Supply and Demand. It's like the Law of Gravity."

And the King said, "I'm the King. I will also repeal the Law of Gravity!"

Obviously, this story is purely fictional. But the message that comes out is clear – You cannot repeal some laws that govern this universe.

Like the Law of Gravity, and...The Law of the Farm.

What does the Law of the Farm mean?

It means that a farmer cannot expect to harvest a great crop unless he carefully plans for the development of that crop and works diligently and consistently over a long period of time.

So, a farmer needs to –  
Prepare the soil, Fertilize the soil, Plant the seed,  
Water it and nourish it continually as it grows, Tend to the weeds  
Protect it from insects and diseases,  
Monitor it constantly to know exactly when the best time to harvest will be.

These things take ongoing effort throughout the whole process.

The farmer cannot plant a crop, do nothing for six months, and then expect to have a great harvest magically.

There are natural laws and principles that govern agriculture and determine the harvest. But, ironically, in social and corporate cultures, we somehow think we can dismiss natural processes, cheat the system, and still win the day. And there's a great deal of evidence that seems to support that belief.

Most students would rather cram their textbooks in one night than learn gradually for a year before sitting in exams. Most of us with worn and unfit bodies would want to get lean and fit by exercising vigorously for just a few hours and days.

Most companies would dump a lot of money on projects and expect them to reap rewards instantly. In the stock market, most of us would want our stocks – mostly bought on tips and borrowed conviction – to fly and earn us fast returns.

There's no effort that most of us would want to put to earn a rich harvest in the future. We wish for results in quick time.

Warren Buffett wrote this in his 1985 letter to shareholders-"No matter how great the talent or effort, some things just take time: you can't produce a baby in one month by getting nine women pregnant."

As on the real farm, success in life, business, and investing comes from regular disciplined, regular effort.

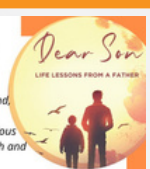
Like a farmer cannot expect to reap a bumper crop by being lazy for six months and then "cramming" to catch up, the greatest successes are built slowly and deliberately through focused, consistent, high-quality efforts on a regular basis.

Please remember, in life as in farming, a rich harvest would come to you not from finding easy shortcuts, but from disciplined, focused effort, directed tirelessly toward a desirable goal.

Try putting the Law of the Farm to work in your life and you'll be amazed with the results over time.  
Happy Investing!



sandeep sahni



Son, For me, your success will truly count if you are a successful human, a valued friend, a considerate husband, a loving father, a go-to sibling, an empathetic Boss, a diligent worker, a kind listener, an inspiring teacher, a pious and compassionate human. If you achieve all this, wealth and titles which also count a lot, will automatically follow. Make the ordinary come alive, the extraordinary will follow.

William Martin, from The Parent's Too Te. Ching: Ancient Advice for Modern Parents wrote -

"Do not ask your children to strive for extraordinary lives. Such striving may seem admirable, but it is the way of foolishness. Help them instead to find the wonder and the marvel of an ordinary life. Show them the joy of tasting tomatoes, apples and pears. Show them how to cry when pets and people die. Show them the infinite pleasure in the touch of a hand. And make the ordinary come alive for them. The extraordinary will take care of itself."

Excerpt from my book,  
**Dear Son: Life Lessons from a father**

Chapter: Introduction

## INSIDE THE BOOK

"Investment is not all about quantitative techniques and numbers. It is about behaviour. The most common biases in human behaviour are the ones related to our money and investment habits. When it comes to money and investing, we're not always as rational as we think we are."  
- Page 23

The Human and Financial Perspective of Money, Finance, Markets, People, and Life.

### What My MBA Did Not Teach Me About MONEY



SANDEEP SAHNI & SANJIT SINGH PAUL  
FOREWORD BY NEERAJ CHOKSI, JTD, NQ GROUP

Available on:

amazon (India, International & UK) | Flipkart | amazon kindle | kobo | iBooks | Google play

## Articles we are reading...

China: Forever No. 2

<https://timesofindia.indiatimes.com/blogs/toi-edit-page/china-forever-no-2-implications-of-its-growth-slowing-to-2-5-havent-been-fully-digested-anywhere-including-beijing/>

A Brief History of the Past 10,000 Years of Monetary Policy and Why Last Week Was a Big Deal

<https://www.epsilontheory.com/a-brief-history-of-the-past-10000-years-of-monetary-policy-and-why-last-week-was-a-big-deal/>

No Grand Strategy: The Complete Financial History of Berkshire Hathaway

[https://neekar.substack.com/p/no-grand-strategy-the-complete-financial?utm\\_medium=android](https://neekar.substack.com/p/no-grand-strategy-the-complete-financial?utm_medium=android)

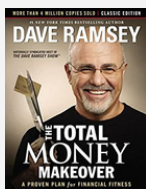
Russell Napier: The World will experience a capex boom

<https://themarket.ch/interview/russell-napier-the-world-will-experience-a-capex-boom-ld.7606>

It is a very big myth that Indian valuations are expensive; balance sheets are the best I have seen in 32 years: Madhu Kela

<https://bit.ly/3WwY03K>

## Book to be Read...



### The Total Money Makeover

The Total Money Makeover is a self-help book with many real-life examples of people who followed Dave's baby steps and experienced results. The book is one of the best finance books that contain a lot of motivating aid, suggestions and guidance.

One of the most significant barriers to taking complete control of one's money is a lack of desire and support to make the required lifestyle adjustments. This book helps you by providing a fresh outlook on your goals and the rewards you can acquire by achieving those goals.

## Videos we are watching...

Warren Buffet's Advice for Young People Who Want to Be Rich

<https://www.youtube.com/watch?v=-LzzZBevXIO>

HDFC MF - Planning for child's future

<https://www.youtube.com/watch?v=kTLWvbTjbpQ>

Back To School - Advising Students On How To Approach Investment

[https://www.youtube.com/watch?v=R7HG7b\\_QghM](https://www.youtube.com/watch?v=R7HG7b_QghM)

The most candid Interview of Devina Mehra | Global vision for FG and the Ups & Downs of her journey

<https://www.youtube.com/watch?v=l2pauXHFG38>

Food for thought: How your belly controls your brain

<https://www.youtube.com/watch?v=awtmTJW9ic8>



Kids grow up quickly and so do their needs

START INVESTING  
**TODAY**

For your children education & marriage expenses planning, contact us today.

MUTUAL FUND INVESTMENTS ARE SUBJECT TO MARKET RISKS. PLEASE READ ALL SCHEME RELATED DOCUMENTS CAREFULLY.



## WHAT TO DO WHEN CHILD TURNS 18

**PRN (Permanent account number)**  
Get PRN.

PRN is required For opening/updating a bank or Demat account. mutual Funds IF the child already has PRN, then PRN has to be updated as PRN Card issued to Minor does not have the Minor's photo or signature

**Bank account**

Open a Bank account in the child's name (preferably joint) IF the child has a joint account with a parent, it has to be updated. The guardian and child have to visit the bank and submit KYC

**PPF (Public Provident Fund)**

Open PPF account Now You Can Invest Pull 1.5 lakhs in the adult child's account IF the child has a PPF account, submit an application For updation

**Investing**

Invest in Mutual Funds in the name of the child Open a Demat account For the child and teach investing in blue-chip stocks IF investments in Mutual Funds or stocks is done in name of a minor it becomes inoperative and should be updated

THE MUTUAL FUND  
**ALPHABET CHART**  
FOR TODAY'S SMART KIDS!

<b>Aa</b> for ASSET MANAGEMENT COMPANY (AMC)	<b>Bb</b> for BENCHMARK INDEX	<b>Cc</b> for CLOSE ENDED FUNDS	<b>Dd</b> for DEBT FUNDS	<b>Ee</b> for EQUITY FUNDS
<b>Ff</b> for FUND MANAGER	<b>Gg</b> for GROWTH PLAN	<b>Hh</b> for HYBRID FUNDS	<b>Ii</b> for INCOME DISTRIBUTION CURT CAPITAL WITHDRAWAL (DCW) PLAN	<b>Jj</b> for JENSEN'S ALPHA
<b>Kk</b> for KEY INFORMATION MEMORANDUM (KIM)	<b>Ll</b> for LOCK-IN PERIOD	<b>Mm</b> for MUTUAL FUNDS	<b>Nn</b> for NEW FUND OFFER (NFO)	<b>Oo</b> for OPEN ENDED FUNDS
<b>Pp</b> for PORTFOLIO	<b>Qq</b> for QUANT FUNDS	<b>Rr</b> for RISK METER	<b>Ss</b> for SYSTEMATIC INVESTMENT PLAN (SIP)	<b>Tt</b> for TRACKING ERROR
<b>Uu</b> for UNIT HOLDER	<b>Vv</b> for VOLATILITY	<b>Ww</b> for WEALTH CREATION	<b>Xx</b> represents NO. OF TIMES GROWTH	<b>Yy</b> for YIELD TO MATURITY (YTM)
				<b>Zz</b> for ZERO COUPON BOND

Happy Children's Day

Mutual Fund Investments are subject to market risk. Please read the offer document carefully before investing.

For Latest updates

Subscribe to

**Sahayak Times**

<https://www.sahayakassociates.in/contact/>

Do you want to reach out to more than 25k

Investors / IFAs.

Contact us for your Advertisement in  
**Sahayak Times**

Mail us at [newsletter@sahayakassociates.in](mailto:newsletter@sahayakassociates.in)

Proud to be NJ Partner



FINANCIAL  
PRODUCTS  
DISTRIBUTORS  
NETWORK

Memberships

